

ARMY ACQUISITION REFORM

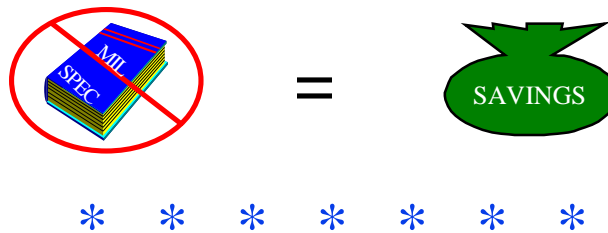


Issue 48

21 February 1997

What a Difference a SPEC Makes

Use of a **performance specification** and **reliance on commercial products** to satisfy its requirement for the **M22 BINOCULAR**, the TACOM-ACALA will avoid costs of more than a half million dollars over the life of the contract. The application of acquisition reform principles to this procurement allowed the IPT to make common sense decisions to streamline requirements, adopt commercial packaging and quality assurance methods and implement an effective Best Value competition which considered bid samples, limited technical proposals, past performance and price. **BOTTOM LINE:** Reduced unit cost and reduced administration/production lead time.



COMPETITION SAVES \$400,000



The IOC contract award for 141,432 Infrared Countermeasure Flares reflects how capitalizing on the recent changes in the acquisition processes can make a difference and save money. Past procurements for this magnesium teflon decoy flare for the F-15 aircraft had been through a sole Restricted Specified Base (RSB) producer. Using a Best Value solicitation, competitive offers were received from a new vendor and the past producer with each receiving equivalent ratings for past performance and quality. The new vendor's price was \$2.87 per flare less than the past producer whose offer was essentially the same as that negotiated on a contract awarded in July 94 for approximately one-half the quantity on this solicitation. Competition saved the government approximately **\$400,000**.